

# FOR SALE: Manufacturing and Fabrication of Millwork – 100% B2B with \$6M in Backlog

*Newly upgraded facility with strong leadership in place!*

## Financial Overview

**List Price: \$3,825,000**

### Gross Sales

2022	2021	2020
\$8,345,542	\$5,241,624	\$5,054,600

### Cash Flow

2022
\$1,061,437

**Valuation:** 2022 Cash Flow x Multiple = Valuation  
 \$1,061,437 x 3.6 = \$3,821,173

## Assets Included in Purchase: \$3,529,928

**Equipment:** \$367,922: CNC routers, horizontal boring machine, gliding saw, table & chip saw, timesaver sander, software, state of the art spray booth for finish work, all of the equipment/tools needed

**Vehicles:** \$166,331: 2 Box Trucks, 1 pick-up, 2 trailers and 2 vans

**2022 Leasehold improvements:** \$170,000

**A/R:** \$2,825,675

## Business Information

**Services:** Fabrication and manufacturing of commercial millwork & cabinetry.

**Client Types:** Schools & Universities, Hospitals, Government Buildings, Offices, Detention Centers and Churches.

**Backlog:** Over \$6,000,000

**Personnel:** 26: 5 Leadership, 4 Admin, 11 Shop, 6 Field – General Manager, Shop Foreman, Estimator, Production Manager, Project Manager, 11 Fabricators and Subcontracted Installers as needed.

**Building Space:** 14,000 sq. ft. shop with offices.

**Location:** Salt Lake City, UT.

**Service Area:** Southwest US Region: Utah, California, Idaho, New Mexico, & Hawaii.

**Established:** Nearly 30 years (1995)

**Reason for Selling:** Retirement/Age

**Owner's Role:** General oversight – does not manage day to day operations, more "Big Vision"

**Seller Training Period:** Will stay on 2-3 years.

**Growth Opportunities:** Continue following GCs to high-net-worth areas like Hawaii.

**No Affiliations:** They are not MBE, WBE, veteran-owned or union.

## Funding Example

**Purchase Price: \$3,825,000**

<b>12.5% Buyer Down Payment</b>	\$478,125
<b>12.5% Seller Financing</b>	\$478,125
<b>75% Bank Loan</b>	\$2,868,750

A 12.5% down payment of \$478,125 returns \$518,391 in the first year after debt payments!

## Description

Operating out of a 14,000 sq. ft. fabricating facility in Salt Lake City, which they recently moved to keep up with the year-over-year growth, in fact, they are experiencing a higher-than-normal backlog of over \$6M! Over the last 3 decades, this fabrication & millwork operation has served a repeat base of commercial clients; ranging across schools/universities, hospitals, churches, detention centers and office buildings. Known for high quality, specialized manufacturing of cabinetry and related goods, there is a tenured team of 26, including 5 in Administration, 11 in the Shop, and 6 in the Field. They have an expert leadership team running the day-to-day operations, made up of a General Manager, Shop Foreman, Production Manager, and a Project Manager. The owner is removed from the daily roles, he is more of the "Big Vision" and general oversight of his key people. After 30 years, he is retiring, but is committed to a 2–3-year transition to ensure ongoing success of the business. He is also willing to finance 10–15% of the purchase price. There is over \$3 million in assets with the purchase, which includes CNC routers, horizontal boring machine, gliding saw, table & chip saw, timesaver sander, software, 1 pick-up, 2 trailers, 2 vans, 2 box trucks and all of the additional equipment and tools needed to operate the business. They have a focused service area in the Southwest US. There are no affiliations or special certifications associated with this business, meaning they are not MBE, WBE, veteran owned, union, etc.

Priced at **\$3,825,000**, this business comes with a proven history, a tenured staff, and reliable client base, allowing for a buyer to step in and continue operating and growing successfully from day one. A 12.5% down payment of \$478,125 returns \$518,391 in the first year after debt payments!

**- CONFIDENTIAL -**

Last Revised: BV 9.26.2023